WILLYS DEALERS

CONVENTION ENDS

8,600 Dealers and Guests Vis-

ited Willys-Overland

Plant in 17 Days.

Toleno, Dec 23. New York delegates

o the Willys-Overland convention ar-

rived just in time to see the climax of

the greatest business gathering ever re-

corded in this country. Cotham, with

its band and clowns. Father Kricker-

bocker, Indians and live bear, formed

part of the delegation that closed the

the contiguous territory got a riotous welcome when they paraded up to the

steps of the wonderful new adminis

tration building. They had been eagerly awaited. Coming last to the convention, which covered the days between Decem-

The New York contingent formed the

presented to visitors at the New York

By their tours of the plant the vist-

vention. Each delegation strove to outdo

brought bands, presented all kinds of live stock to President Willys, including

The enthusiasm attained its climax

The enthusiasm attained its climax when Mr. Willys, who addressed every delegation, made his speech. He frankly took the dealers into his confidence as part of the Willys-Overland family. He told them of his plans. He spoke of \$20,000,000 invested in material as as-

suring a production free from inter-ruption. He proved by \$75,000,000 in-vested in the plant that the permanency and stability of the company furnish a

A NEW SAFETY IDEA.

Warn Motorists of Danger.

tomobile driving at night, why would

not be feasible to paint the telegraph

curve, bridge or fill, thereby decreas-

ing danger to motorists?" says Wallace C. Hood, president of the Wallace

"With the idea of promoting safe au-

strong selling argument

The high water mark reached 1,500.

The men from the metropolis and from

MOTORING ROUTES **OUT OF NEW YORK**

The Following Road Data Will Help the Puzzled

Motorist.

quainted with the exits of this city to find his way. O. M. Wells, chief roadman of the Automobile Club of America, has compiled the following dats, which describes all exits starting

data, which describes all exits starting from Coumbus Circle.

To reach the Albany post road run north of Brondway to Getty Square, Yonkers. Riverside Drive can be used by turning left into Seventy-second street, then right into Riverside Drive. oning to the end, coming out or Broadway at Dyckman street.

Motorists wishing to cross the 130th greet ferry to Fort Lee will use Riverside Drive to Grant's Tomb, turning right down hill on narrow street

The Dynaman street ferry is reached by running north on Broadway to Dyck-man street, which is about 202d street, turning left from Broadway and running to ferry about two blocks. This, however, does not run during the

months.
Briarcliff follow Broadway through Tarrytown to the Scarboro Church; here turn right to Briarcliff. For Poughkeepsie and east side Hudson

For Poughkeepsie and east side Hudson River points keep straight on. Another way to Briarcliff Manor is to turn right on Bedford road in Tarrytown, go through Pocantico Hills, turning left on Bleepy Hollow road.

For the watershed district and the inside route to the Berkshires follow Broadway to Dobbs Perry, turn right on the Sawmill River road. From this point Einsford, Briarcliff, Hawthorne, Piezsantville and Kensico Cemetery can be reached.

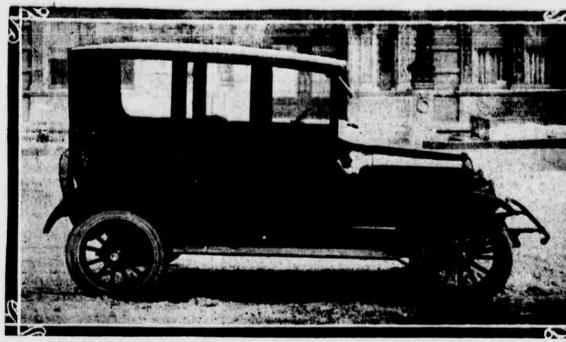
Motorists coming down the post coordinate points can reach through Pocantico Hills, turning left on Siralght through Main street, Port Chestand Trough Main street, Port Chestand Trough Park and around monument to Straight through Main street, Port Chestand Trough Park and around monument to Straight through Main street, Port Chestand Trough Park and around monument to Straight through Park and around monument to Straight t

White Plains via Central avenue landt Park, turn right into the park, bear left at police signal station, first second turn left into Wadsworth avenue, which is followed to White on Broadway to Van Cortlandt Park,

For lower Westchester county points and White Plains run through Central Park to 110th street, turn right one block, turn left into Seventh avenue, turn right on 145th street, cross bridge ever Harlem River, turn left into Mott svenue, which becomes the Grand Concourse, and follow to the end, turn right on Mosholu Parkway, turn left on Van Cortlandt avenue, run two blocks, turn left on Bainbridge avenue, pass entrance to Woodlawn Cemetery, turn right on 202d street over railroad two blocks. 200d street over railroad two blocks, turn left on Carpenter avenue, end of road turn right on south street one block. turn left on White Plains road over rail-road into Lincoln avenue, which is fol-lowed to Lincoln Circle, Mount Vernon. For Bronxville and Hotel Gramatan turn left into Gramatan avenue and run to Pondfield road, turning left for the hotel. To reach White Plains from Lincoln Circle continue straight on and turn left into White Plains road, which is fol-lowed through Scarsdale and Hartsdale to White Plains on all good hard surface

cepting the last three miles between caredale and White Plains. For the Boston post road and New England points go through Central Park evenue, turn left on the Grand Concourse to Fordham road, which % 189th street, tain right, go over railroad at Fordham station, pass the Zoological Gardens,

A Smart Little Dort Sedan.



It is mounted on a Dort chamis and embedies all the latest wrinkles which have Sedan popular. C. T. Silver, who distributes the Dort line as well as the Chalmers, says it is the lowest price high class Sedan on the market. There is a liberal use of glass, and as all windows drop out of sight it is readily convertible to an open car. It is electrically lighted and fitted with oversize tires. The alsleway between the front seats is wide and it has a seating capacity for five persons.

For White Plains via Central avenue on Manhattan avenue, bear left inter run north on Broadway to Van Cort-Morningside avenue, cross 125th street into Convent avenue, bear left into St bear left at police signal station, first turn right, coming out on Central avenue at Woodlawn Cemetery, which is followed to White Plains. To avoid the bad stretch between Harts Corners and White Plains turn right at Harts Corners, pass over railroad at Hartsdale left into Jerome avenue, turn right into Jero 167th street to the Grand Concourse

> turn right into park, go under the rail-road, turn left, first turn right into Mosholu Parkway, continue on same to Botanical Gardens. There are a num-ber of excellent short drives around the Park, returning via Grand Concourse.
>
> To reach the north shore of Long Isiturn right over Queensboro Bridge, immediately turn left through plaza into Prospect street, end of street turn right into Webster avenue, bearing left into Jackson avenue, which is followed to Flushing For North Shore points con-

For Jericho pike and Merrick road cross Queensboro bridge, straight on through plaza, over viaduct into Queens Boulevard, which is followed to Hiliside avenue in Jamaica, turn left and run to Peace Monument. For Jericho pike con-tinue straight on. For Merrick road turn right at monument into Berger

For Coney Island cross Williamsburg Run through Sixtieth street to Fifth avenue, turn right and run to Fourth street, Washington Square, turn Fourth street, Washington Square, that left to Lafayette street, turn right and run to Kenmare street, turn left crossing Bowery into Deiancey street, straight on across Williamsburg Bridge, go will confine its production to but one through plaza and turn right into on across Williamsburg Bridge, go over railroad at Fordham through plaza and turn right into Roebling street, bear right into Roebling street, bear right into Taylor street, left into Bedford avenue, pass feel. Slocum's statue, turn right into Parks de avenue, left into Ocean avenue, which is a trifle shorter than the shore road on all good macadam, the shore road on all good macadam, turn left into White Plains road and lust beyond while under elevated structure bear right and follow into Main Fort Hamilton Parkway and Cropses will confine its production to but one though plaza and turn right into Taylor chassis—the famous Cole Eight.

"By building but one chassis we are also a member of the Naval Consulting though plaze and chair-make our entire organization on that one product and thereby secure the maximum efficiency of the factory. Mr Knobloch explained, "For taken by continuing on Parkside avenue, turn left on Parkway to Brighton Beach, can be to concentrate our entire organization on that one product and thereby secure the maximum efficiency of the factory. Mr Knobloch explained, "For taken by continuing on Parkside avenue, can be factory, our engineering department, our sales departs."

Howari E. Coffin, chief engineer of the sales also a member of the Naval Consulting the sales also a member of the Naval Consulting the sales also a member of the Naval Consulting also a member of the Naval Consulting the sales also a member of the Naval Consulting the sales also a member of the Naval Consulting also a member of the Naval Consulting also a member of the Naval Consulting the sales also a member of the Naval Consulting the sales also a member of the Naval Consulting the sales also a member of the Naval Consu

straight on into Anderson avenue, which is followed on good macadam road to Fort Lee, turning left to Leonia.

For Hackensack, Tuxedo and west side of Hudson River points, rim north on Broadway or Riverside Drive, cross 130th street ferry, go up Fort Lee hill (top of hill turn left and follow main road sack. For Paterson, take Essex street direct. For Arcola, Suffern and Tuxedo, go out vin Passaic avenue. For Englewood and Bear Mountain,

cross Dyckman street ferry. (Ferry not running during winter months.) For Englewood continue straight on down after leaving ferry turn right and run through Sparkill to Nyack.

number of accessory exhibits represents a threefold increase, a tribute to the

Hudson Designer Predicts Much

for Aircraft.

The aeronautic industry at present

Sandals From Goodyear Casings.

Velle Meetings During Show Week.

Veile Meetings Buring Show Week.
Notices have been sent by the Veile Motors Corporation to all Veile dealers invitling as many as can to attend a series of
engineering and sales meetings to be held
at the New York and Chicago automobile
shows. Masier minds will conduct the
meetings and all phases of the industry
will be discussed. Dinners and other entertainment features are also in preparation, it being the company's idea to make
the above season a time for the advancemeet of the "got together" spirit.

ONE CHASSIS ONLY FOR COLE. Better Factory Efficiency Main-

tained by Concentration.

the Cole Motor Car Company, in an day

HEED THIS ADVICE TO AVOID SKIDDING

Non-skid Preparedness Will Prevent Trouble When Streets Are Slippery.

While a skid may not result in a emolished car, it frequently leaves its mark on the spokes, or a bent rim or even a bent axle shaft. If the "wobble" results from a bend in the rim, it keeps the tires grinding on the pavement, and if the spokes have been cracked the wheel weakens If the avia shaft has been bent it is causing undue wear in the bearing, and under all of these

"I have yet to see the man who appreciate what a skid means until he has had one, and then perhaps he does not live to appreciate it. No amount of preaching seems to answer. He must," says II. C. Brokaw, principal of the Automobile School of the West Side Y. M. C. A., "sow his wild oals and learn from experience. I would recommend that each driver who has not yet had a real skid pick out a very broad wet street paved with asphalt and with no in sight. Drive the car fifteen an hour up the middle of the Give the steering wheel a sharp turn to the left, at the same time applying the brakes. The resulting sensation of absolute helplessness will be remembered for some time. For those who wish to continue the lesson I would advise allowing some other driver to respect to the operation will be experience. The continue the lesson is the continue to see the car before he buys it. Research of the lesson is the continue to see the car before he buys it. For several years past the annual au-

seeker sits in the back sent. For Montelair, Pompton and the Raman of the State of the

ropean carroseries.

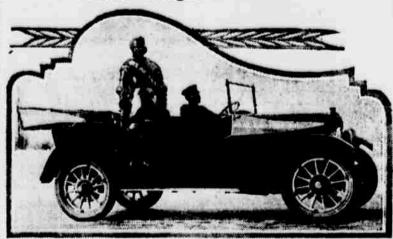
It is an established practice of the automobile salon exhibitors not to divide the new creations and novelties. With first teen different makes of high grade motor cars, four custom body builders and a half score of accessory houses exhibiting, the automobile salon opening on January 2 will occupy all of the available examples and a when they attempt to make the turn they skid and the car goes for the curb. Applying the brake will usually CHICAGO SHOW TRAIN. ary 2 will occupy all of the available ex-hibition space in the famous ballroom of the Astor, including the balcony, which is to be used for the first time. The curb. Applying the brake will usually overcome this skid.

"In a rear wheel skid the worst thing one can do is to apply the brake. "It is best to let the car coast, turning the front wheels in the direction in which the coast of the direction in which the direction is the direction in which the direction in which the direction is the direction in which the direction in which the direction is the direction in which the direction in which the direction is the direction in which the direction in which the direction is the direction in which the direction in which the direction is the direction in which the direction in which the direction is the direction in which the direction in which the direction is the direction in which the direction in which the direction in which the direction in which the direction i growing interest which owners and makers are taking in the equipment and the rear end of the car is skidding; if it the rear end of the car is skidding; if it is trying to go to the left, turn the front wheels that way. If there is something in the way, so that it is necessary to stop, the brake may be applied a little as the wheels take hold, leaving the clutch engaged, which prevents locking the wheels, as the engine is oulling against the brake and there is not so much likelihood of locking the wheels. It keeps the wheels revolving slowly, so that you ge: a better traction for stop-AEROS AND AUTOS ANALOGOUS. quite analogous to the automobile industry of some fifteen years ago. What was considered as impossible in those day is most commonplace to-day, and that you get a better traction for stop-

ping.
"It takes a greater pressure applied." what we consider startling in the aero-nautic field to-day will be an every day to keep it skidding once it is started and on Monday

MARMONS TO COST MORE.

. A New Knight of the Road.



Here is shown the new model "6" Moline Knight, which will be displayed at the Palace auto show, January 6-13, by C. H. Washburne, Inc., of 1848 Broadway. A real "knight" is seen standing in the car. He will ride through the streets of this city during show

NATIONAL OWNERS REPEAT.

Influence of Present Owners a Factor in Sales Growth.

Automobile dealers play a very im portant part in the success of your car." of the said George M. Dickson, managing director of the factory building National

sponsible, reliable dealers sell only a re-For several years past the annual au"This is the time of the year skilding liable and well established make of cars, to mobile salons have served to introduce its prevalent, much more so than at other. It is worth money to buyers to be able new styles and fashions in motor car seasons. This is due to the fact that to inspect and drive a car before they

Filled to overflowing with automobile dealers of the Southwest, a special train will leave Oklahoma City January 27, to attend the National Au-tomobile Show at Chicago. This excur-sion of dealers is under the auspices of several Oklahoma City newspapers and from the reservations already taken promises to be the biggest single delegation atending the Chicago show. A stop-over will be made at St. Louis, where the dealers will be guests of the Business Men's League and the St. Louis Automo-Manufacturers Association over

you can bring the car to a standstill distributers will be gueste of the Okla-much quicker if you can keep the wheels home Farmer-Stockman at a irreakfast from sliding. A little practice will teach given in one of the Chicago hotels. Hugh Howard E. Coffin, chief engineer of the Hudson Motor Car Company, who is also a member of the Naval Consulting the driver just how much he can apply the driver just how much he can apply the driver just how much he can apply the driver of the automobile industry.

Board of the United States, and chair-the brakes without causing the wheels some industrial future of the automobile industry. Some industrial can be of the Chicago and the driver just how much he can apply the driver of the automobile industry. the driver, just how much he can apply | Chalmers will address the dealers on the in the coming excursion can be obtained from the fact that the Oklahoma Chalthers Sales Company, Chalmers distribute price, and after the car had passed the ters in Oklahoma City, have reserved rigid Government inspection be landed two entire Polimans for their sub-deal- the order "We have broken all records in the are also reserving Pullmans and the delivered to Brig dent. Henry A Greene, train may possibly be run in several commander of the Twelfth division,

the shore road on all good macadam, tun left into White Plains road and play beyond while under elevated structure bear right and follow into Main Prospect Park control of the Plains and the programment of the production of the Plains and the programment of the production of the Plains and the production of the produ

INTER-STATE AT PALACE SHOW.

most beautiful display of Inter-

Company, local distributers for Inter-State cars. This year special attention will be paid to different color combinations which will compel the attention of the visitors. A four passenger roadster same time enhancing quality. Enthuwill be finished in canary yellow and siasin marked every incident of the con-

The springs and many other parts, done in gold will make this chassis one of the most beautiful exhibits ever it is said.

new feature of the Inter-State disbich will make its initial bow at New convertible for use in summer. Special attention will be p o the interior decorating, such as inirect lighting and Turkish divan up-

HUDSONS FOR U. S. SERVICE.

with a strong red strip in the centre and Business pany of New York. "Recently ten Hudson Super-Sixes side of the point of danger.

were purchased by the army quarter-master at San Antonio, Tex, for the use of the Brigadler-Generals in command of nited States troops on the Mexican many crossings are obscure and the other. While other dealers were trying their best to get the Government; ing filer cest to get the toverine and business the Hurison distributer at San Antonio got a quiet tip that the big army cheris and fatalities and would unquestionerals wanted to get Hudson Super-Sixes. He put in a bid at the full list price, and after the car had passed the panles by the victims relatives."

the use of border commanders the Hud-son Super-Sixes are the only cars that

Itinerant Garage Man.

ber 4 and 21, they saw the finished result. They found that once more John N. Willys had accomplished the impossible

Garland Auto Co. In Planning last guard of 8,800 dealers and their guests entertained in seventeen days. No delegation numbered less than 800.

State automobiles ever seen at the New York National Automobile Show will be exhibited at the Grand Central Palace.

January 6 to 13, according to a letter received by the Garland Automobile National Automobile of the impression made on visitors by the received by the Garland Automobile of the impression made on visitors by the received by the Garland Automobile of the impression made on visitors by the received by the Garland Automobile of the impression made on visitors by the received by the Garland Automobile of the impression made on visitors by the comprehensive line that will first be a comprehensive to visitors at the New York.

Painted Telegraph Posts Would This job is the true Springfield and telephone poles near to a dangerous

To Be t sed by Brigadier-Generals C. Hood Service Bureau, Detroit.

This plan would, I believe effectively serve to warn the automobile driver of danger and enable him to avoid it. My

popular in official circles as it is among private owners," says Harry S. Houpt, president of the Hudson Motor Car ComThis entire strip could be painted white

several commander of the Twelfth division, militia troops, and the other went to the Plummer Although many cars have been purchased by the Government for

Made for 110 and 220 current D. Just the Christmas gift for

every car owner. Kidde & Co. 90 West Broadway, New York City

Our little "Giant" electric

auto engine heater makes start-

TWIN SIN PATRARD TOWN CAR-25, impusios archarle perfect condi-ion Boska's South of SSS Ewsy.

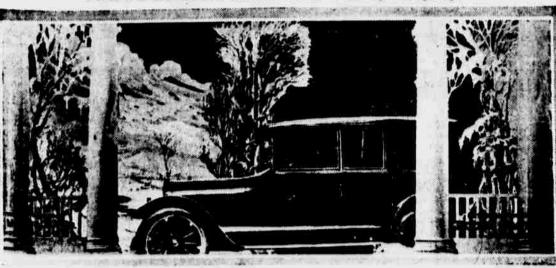
TWIN SIN PACKARD LANDAULET-22, latest model the new Rockam-cutt Ca. 1896 Broas PIAT CONTROLINE - elegate start, ing and high in with Houseon collapsi-ite landaule in a repainted over-bashed bires lices Section, 1896 Hwas passet for the transfer of the South the transfer perfect Bookam-South the transfer of the perfect Bookam-

1915 PACKARD IN Sec. Dassinger touring, ske to a brigger thought Scott Cu. 1826 Kan 1914 SIMPLEN LIMINISTRE 50 Horse; Martha Washington type body seegant condition up a see Laskem Scott Co., 1806 R was 1918 RENAULT LANDAULET 25-481
perfect mechanical conditions fully
equipped Karkam core to 1808 H way

TIMEN BRAGINGS BY ATT
New Departure Service Sta. The tool lines Co.
252 W. Sath St. (a) B. Way, Fe. 87. Col. FOR SALE—Hudson Landaulet: A one condition; used one summer only. Aldrens Reem 301, 111 Broadway.



Women are fend of the sedan type, which protects them from inclement weather. Above is shown the Overland Model 85 touring sedan.



This attractive winter seems in the Broadway window of Coli-Stratton Company exemplifies the luxury and the comfort of a closed car in real winter weather. The car, a Cole Toursedan, in eren in the drive before a country home, and a blenk winter inndscape fills in the background. The laterior fittings of the ear, the deep upholistery and wide cents, denote the utmost in case and comfort.